

# BENJAMIN F. EDWARDS & CO.

## INVESTMENT BANKING

*Mergers and Acquisitions  
Advisors to Business Owners*



### NOW IS A ROBUST MERGER & ACQUISITION MARKET

*It's a robust merger & acquisition (M&A) market and a great time to be a seller of a middle-market business. So what does a business owner need to do to ensure a successful transaction?*

#### The Current Merger & Acquisition Middle-Market

Middle-market dealmakers have been very active in 2014 and 2015, and dealmakers remain bullish about the future, according to data by Thomson Reuters. Numerous factors have led to such a robust M&A market including:

- Strong macroeconomic conditions
- High consumer confidence
- Very low interest rates
- Strong corporate balance sheets

#### Business Owners: How to Ensure a Smooth and Successful Transaction

- **Be certain** that selling the business is the optimal exit strategy for YOU.
- **Work with an investment banker** to manage the selling process. Selling a business is a full time job—the business owner needs to focus on running the business while the investment banker can focus on selling the business.
- **Confirm that your value expectations** are consistent with market value dynamics—you will need an experienced investment banker to value your business.
- **Get organized** before you start the process.
- **Be available**, responsive and honest in the selling process.

As a business owner, selling the business is one of the most important financial decisions an owner will ever make. This is an opportune time to review your exit strategy. Now is a strong sellers' market and an ideal time to be a seller of a middle market business.

*"It's a tremendous time to be doing M&A. We have had the highest deal volume levels since 2007. It's a great market, but conditions like this don't last forever."*

*-Michael Hogan  
Managing Director  
Harris Williams & Co.*

*"This environment has made it a great time to be a seller. M&A is being driven by the availability of capital and the high supply of leverage."*

*-John Cochran  
Managing Director  
Lovell Minnick Partners*



**BENJAMIN F. EDWARDS® & CO.**  
INVESTMENTS for GENERATIONS®

*Benjamin F. Edwards & Co.'s Investment Banking department specializes in selling middle-market companies.*

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